

AVIVA Biosciences Corporation is a San Diego-based biotechnology company that develops biochips for cellular, molecular and diagnostic applications. Our accomplishments have a significant impact on drug discovery and healthcare. Presently we are seeking an outstanding individual for the role of Sales Rep and Coordinator to maximize revenue growth of our product and services businesses.

## **Job Summary**

Our company is launching a powerful new instrument for separating and enriching cells from blood and other materials. We are seeking a motivated, self-starting individual to develop sales in Southern California and beyond. This position has opportunity for rapid advancement, expansion and financial reward.

This role will report directly to the Executive Vice President and Director of Sales. The candidate needs to be motivated and driven to exceed sales targets. This position is a great opportunity to advance your professional sales career working closely with Senior Management. You will improve your skillset in cold calling, lead qualifying, negotiations, sales pipeline management and most importantly, relationship selling. Additionally, as Sales Coordinator you will manage logistics for annual scientific conferences and attend events to promote AVIVA in the marketplace. This includes but is not limited to identifying collateral and material needed for conferences, registering for and arranging resources for conferences, and following up with sales leads within 1 week of event.

You will work closely with product development to optimize new assays for commercial use, as well as proactively communicate customer and competitor feedback to the company to create “customer relevant” product portfolio.

## **Responsibilities**

- Promote, demo, close new and existing opportunities for RedSift Cell Processor line.
- Identify and qualify new leads for Pharma Services business. Partner with AVIVA Service Lab Manager to close new business.
- Plan, coordinate and support 3-5 annual scientific conferences annually. Operating under direction of Director of Sales, this individual is responsible for delivering marketing material including booth, instruments, etc... to conference site, attend conference, generate and follow up on new leads.
- Promote AVIVA at local vendor shows and conferences and identify new opportunities
- Fearless “Cold Call” approach to identify and develop new clients and opportunities
- Utilize AVIVA CRM system for contact, account and opportunity management
- Other responsibilities as required to achieve commercial goals.

**Requirements:**

- \* Minimum of a B.S. in a Life Science or related discipline
- \* 2 or more years laboratory experience in molecular biology, cell biology, or hematology. Experience with ion channels and assays a plus
- \* Ability to navigate customer workflow and propose creative, scalable business solutions
- \* Knowledge of drug discovery and clinical market segments desired
- \* Working familiarity with molecular biology techniques including qPCR, next generation sequencing, and flow cytometry
- \* Proven sales record as top performer, and a strong network in the Biotech sector
- \* Travel: Up to 50% may be required

**Compensation:**

Base Salary DOE plus Commission.

AVIVA is an equal opportunity employer. We offer competitive compensation, excellent benefits, paid time off, plus a stimulating and collaborative work environment. Our culture is team oriented, fostering creativity and open communication. With minimal employee turnover, AVIVA could be the ideal growth opportunity; where you can achieve your career goals. We are always seeking top candidates for employment in the fields of biology, chemistry, engineering, physics, and software development. Even if our current job openings do not list your specific area of expertise, we are still interested in hearing from you, as all candidates will be given our sincere attention and consideration.

Please email or fax your resume or curriculum vitae, along with a cover letter, to us at the address below. Be sure to specify job SC060215 in the subject line.

email: [hr@avivabio.com](mailto:hr@avivabio.com)

fax: (858) 552-9040 ( Attn: Human Resources)

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